

SUMMARY OF SPACE HEAT REVENUE ADJUSTMENTS
UNDER DIFFERENT ASSUMPTIONS

	Space Heat Revenue Delta			
	Residential	Commercial	Total	
BHE's Assumptions	\$404,668	\$174,195	\$578,864	
Just used retail not 9c	\$679,923	\$174,195	\$854,119	Diff. to BHE \$275,255
Just used 4% decline (thru 2000)	\$554,231	\$272,300	\$826,531	\$247,667
Method Recom. in Bench Analysis				
Used retail & 4% decline thru 10/1/98	\$964,110	\$298,520	\$1,262,630	\$683,766
Method Adopted				
Used retail & 4% decline thru 2000	\$829,486	\$272,300	\$1,101,785	\$522,921

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Residential				
	Total	Non-Heat	Heat	
	(kWh)	(kWh)	(kWh)	
1993	61,985,646	40,177,000	21,808,646	
1994				Assumed
1995				Decline
1996				Took at 9c rate
1997				(kWh)
1998				Assumed
1999				Decline
2000				Never on 9c rate
				(kWh)
				14,512,649
				10.00%
				13,932,143
				10.00%
				13,374,857
				9.00%
				12,839,863
				8.00%
				12,326,269
				10.00%
				11,833,218
				9.00%
				11,359,889
				8.00%
				10,905,493
2000 Revenue @ Retail Rate =	\$0.06000	\$654,330	\$0.08524	\$317,771
				\$972,100
Revenues at the Discount Rate =				\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]				
Residential Revenue Delta				\$404,668

Commercial				
	Total	Non-Heat	Heat	
	(kWh)	(kWh)	(kWh)	
1994	12,389,943	9,608,506	2,781,437	Assumed
1995				Decline
1996				New
1997				Installations
1998				Assumed
1999				Decline
2000				(kWh)
				2,781,437
				12.00%
				2,447,665
				12.00%
				2,153,945
				12.00%
				1,895,471
				12.00%
				1,668,015
				12.00%
				1,467,853
				12.00%
				1,291,711
2000 Revenue @ Retail Rate =	\$0.07710	\$78,578	\$0.07385	\$95,393
				\$173,970
Revenues at the Discount Rate =				(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]				
Commercial Revenue Delta				\$174,195

TOTAL REVENUE DELTA **\$578,864**

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UNDER DIFFERENT ASSUMPTIONS

				Residential			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>Took at 9c rate</u>	<u>Assumed</u>	<u>Never on 9c rate</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	10.00%	6,566,397
1995				4.00%	13,374,857	10.00%	5,909,758
1996				4.00%	12,839,863	9.00%	5,377,879
1997				4.00%	12,326,269	8.00%	4,947,649
1998				4.00%	11,833,218	10.00%	4,452,884
1999				4.00%	11,359,889	9.00%	4,052,125
2000				4.00%	10,905,493	8.00%	3,727,955
2000 Revenue @ Retail Rate =				\$0.08524	\$929,584	\$0.08524	\$317,771
							\$1,247,355
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$679,923

				Commercial			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>New</u>	<u>Assumed</u>	<u>Heat</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>Installations</u>	<u>Decline</u>	<u>(kWh)</u>
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				12.00%		12.00%	2,447,665
1996				12.00%	1,699,470	12.00%	2,153,945
1997				12.00%	1,495,534	12.00%	1,895,471
1998				12.00%	1,316,070	12.00%	1,668,015
1999				12.00%	1,158,141	12.00%	1,467,853
2000				12.00%	1,019,164	12.00%	1,291,711
2000 Revenue @ Retail Rate =				\$0.07710	\$78,578	\$0.07385	\$95,393
							\$173,970
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$174,195

TOTAL REVENUE DELTA **\$854,119**

SUMMARY OF SPACE HEAT REVENUE ADJUSTMENTS
UNDER DIFFERENT ASSUMPTIONS

				Residential			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>Took at 9c rate</u>	<u>Assumed</u>	<u>Never on 9c rate</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				4.00%	11,833,218	4.00%	5,948,957
1999				4.00%	11,359,889	4.00%	5,710,998
2000				4.00%	10,905,493	4.00%	5,482,559
2000 Revenue @ Retail Rate =				\$0.06000	\$654,330	\$0.08524	\$467,333
							\$1,121,663
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$554,231

				Commercial			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>New</u>	<u>Assumed</u>	<u>Heat</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>Installations</u>	<u>Decline</u>	<u>(kWh)</u>
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				4.00%	1,566,232	4.00%	2,362,404
1999				4.00%	1,503,582	4.00%	2,267,908
2000				4.00%	1,443,439	4.00%	2,177,191
2000 Revenue @ Retail Rate =				\$0.07710	\$111,289	\$0.07385	\$160,786
							\$272,075
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$272,300

TOTAL REVENUE DELTA **\$826,531**

SUMMARY OF SPACE HEAT REVENUE ADJUSTMENTS
UNDER DIFFERENT ASSUMPTIONS

				Residential			
				Heat			
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>Took at 9c rate</u>	<u>Assumed</u>	<u>Never on 9c rate</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				4.00%	11,833,218	4.00%	5,948,957
1999				4.00%	11,359,889	4.00%	5,710,998
2000				4.00%	10,905,493	4.00%	5,482,559
2000 Revenue @ Retail Rate =				\$0.08524	\$929,584	\$0.08524	\$467,333
							\$1,396,918
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$829,486

				Commercial			
				Heat			
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>New</u>	<u>Assumed</u>	<u>Heat</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>Installations</u>	<u>Decline</u>	<u>(kWh)</u>
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				4.00%	1,566,232	4.00%	2,362,404
1999				4.00%	1,503,582	4.00%	2,267,908
2000				4.00%	1,443,439	4.00%	2,177,191
2000 Revenue @ Retail Rate =				\$0.07710	\$111,289	\$0.07385	\$160,786
							\$272,075
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$272,300

TOTAL REVENUE DELTA **\$1,101,785**

SUMMARY OF SPACE HEAT REVENUE ADJUSTMENTS
UNDER DIFFERENT ASSUMPTIONS

				Residential			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>Took at 9c rate</u>	<u>Assumed</u>	<u>Never on 9c rate</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>	<u>Decline</u>	<u>(kWh)</u>
1993	61,985,646	40,177,000	21,808,646		14,512,649		7,295,997
1994				4.00%	13,932,143	4.00%	7,004,157
1995				4.00%	13,374,857	4.00%	6,723,991
1996				4.00%	12,839,863	4.00%	6,455,031
1997				4.00%	12,326,269	4.00%	6,196,830
1998				3.00%	11,956,480	3.00%	6,010,925
1999				0.00%	11,956,480	0.00%	6,010,925
2000				0.00%	11,956,480	0.00%	6,010,925
2000 Revenue @ Retail Rate =				\$0.08524	\$1,019,170	\$0.08524	\$512,371
							\$1,531,542
Revenues at the Discount Rate =							\$567,432
[2000 Act. Fore. 65,635,000 39,798,152 25,836,840]							
Residential Revenue Delta							\$964,110

				Commercial			
			Heat				
	<u>Total</u>	<u>Non-Heat</u>	<u>Heat</u>	<u>Assumed</u>	<u>New</u>	<u>Assumed</u>	<u>Heat</u>
	<u>(kWh)</u>	<u>(kWh)</u>	<u>(kWh)</u>	<u>Decline</u>	<u>Installations</u>	<u>Decline</u>	<u>(kWh)</u>
1994	12,389,943	9,608,506	2,781,437				2,781,437
1995				4.00%		4.00%	2,670,180
1996				4.00%	1,699,470	4.00%	2,563,372
1997				4.00%	1,631,491	4.00%	2,460,837
1998				3.00%	1,582,546	3.00%	2,387,012
1999				0.00%	1,582,546	0.00%	2,387,012
2000				0.00%	1,582,546	0.00%	2,387,012
2000 Revenue @ Retail Rate =				\$0.07710	\$122,014	\$0.07385	\$176,281
							\$298,295
Revenues at the Discount Rate =							(\$225)
[2000 Act. Fore. 19,748,361 13,784,012 5,964,349]							
Commercial Revenue Delta							\$298,520

TOTAL REVENUE DELTA **\$1,262,630**